

Coach: _____

Coach in Training: _____

Start Date: _____

Meeting Date: _____

- Discuss goals sheet and intro video
- Napkin presentation, marketing plan
- Give examples of how to get clients-explain warm and cold market and give examples of each. Figure out
- Go over team calls (first and second Mondays of the month, for now)
- Go over zoom and 'get to supervisor' thread. Add to thread and diamond squad page
- Talk about how to make their 100 person list
- Have them go home and complete STEP 1 (knowing your WHY and nutrition)

Meeting Date: _____

- Go over 100 person list
- Review book 1
- Go over bucket list, what do they want to accomplish and do?
- Discuss products and results (look at sheet they filled out), get them thinking about non scale victories and possibly add other products. Make sure they are taking "before" pictures
- Talk about core nutrition, what are the core products, how do they work?
- Discuss how you make a shake?
- What comes in the 3 day trial pack?
- Make sure they downloaded zoom and are on the calls/thread
- Set up paypal and goherbalife account
- Talk about next event if they are interested
- Look at their calendar and block off times to dedicate to herbalife business
- Have them go home and complete STEP 2 (use, wear, talk and DMO)

Meeting Date: _____

- Go over use, wear, talk philosophy

- Discuss how many hours they have to devote to business and which DMO's they can incorporate
- Talk about how to make announcement post and how to then chase the likes, along with messaging people using "I have homework" script and 3 day trial script
- Discuss some housekeeping items such as: resource material in 4 manuals, opening separate bank account, ordering business cards...
- Go over book 2
- Have them go home and complete STEP 3 (3 day trial system) and STEP 4 (distributor action plan)

Meeting Date:_____

- Go over announcement post and chasing the likes. How is that going?
- Talk about booking wellness profiles and that leading to selling 3 day trial packs, let them know you will do the first few for them until they feel comfortable
- Discuss the whole process from the wellness profile to day 4 appointment and upgrading them. Let them teach you how to follow up through the whole process
- Discuss distributor action plan (5-7 customers), refer to distributor action plan powerpoint
- Discuss circle of success events and make sure they have ticket to next one
- Make sure they understand what the next level of the marketing plan is, what are they shooting for this month? Let them know about the AMP program and how they can earn a cool gift!
- Have them go home and complete STEP 5 (events) and STEP 6 (follow up)

Meeting Date:_____

- Go over the follow up system, show them your tickler file
- Make sure they have separate account and paypal and goherbalife accounts are up and running. Make sure they understand the customer loyalty program and are plugging their clients in
- Discuss personal development, explain the importance of this, law of attraction.
- What are their 'take aways' from the personal development videos they watched
- Practice the button hit and their product story/testimonial
- Have them go home and complete STEP 7 (personal development)

Meeting Date:_____

- Have them show you the tickler file they made, discuss how their follow up is going
- Go over books 3 and 4
- Discuss recruitment and bridging customers to the events (planting seeds about the business)
- Talk about consumer spending shift, like replacing everyday things you buy with herbalife products (shampoo, lotion...)
- Have them go home and complete STEP 8 (additional info) and STEP 9 (recruitment)